

Message Text

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ACTION NEA-11

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ATHENS FOR RTDO

E.O. 11652: NA
TAGS: BEXP, BTIO, SY
SUBJECT: POSSIBLE TRADE OPPORTUNITY: ELECTRONICS TEACHING LAB-
ORATORY EQUIPMENT

1. EMBASSY ASSISTANCE HAS BEEN REQUESTED BY LOCAL
BUSINESSMAN, SALIM TOUMA, RE EQUIPMENT FOR A TEACHING
LABORATORY CONSTRUCTED BY THE SYRIAN MINISTRY OF DEFENSE.
TOUMA HAS BEEN ASKED BY MINISTRY TO PROVIDE AMERICAN
SPECIFICATIONS FOR EQUIPMENT TO BE USED IN NEW LABORATORY.
EQUIPMENT WILL BE PURCHASED IN SEVERAL TENDERS, THE FIRST
OF WHICH (FOR THREE MILLION SYRIAN POUNDS) WILL BE
ISSUED SHORTLY. TOTAL VALUE OF EQUIPMENT IS ESTIMATED
AT 70-80 MILLION SYRIAN POUNDS. (ONE US DOLLARS EQUALS
3.90 SYRIAN POUNDS).

2. PARTIAL LIST OF EQUIPMENT AND LABORATORIES FOLLOWS.
(EMBASSY IS POUCHING COPIES OF TECHNICAL DESCRIPTIONS).
A) ELECTRICAL MACHINERY LAB: MOTOR GENERATING SETS,
MOTOR TORQUE METER SETS, TRANSFORMERS, RHEOSTATS, VOLTOETERS,
WATTMETERS, AMPERE METERS, STROBOSCOPE; B) AUTOMATIC CONTROL
EQUIPMENT LAB: ANALOG, DIGITAL LOGIC SYSTEM, PROCESS
CONTROL SIMULATOR, VOLTAGE STABILIZER OSCILLOSCOPE,
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A.C. A
D.D.C. MODULATOR SERVOSYSTEMS, TRANSISTORS,
DIODES; C) MICROWAVE LAB: KLYSTRON POWER SUPPLY,
FERRITE ISOLATOR, VARIABLE ATTENUATOR, FREQUENCY
METER, SWR METER, STANDING WAVE DETECTOR OSCILLOSCOPE,
MODULATOR, POWER METER, DC VOLTMETER, FERRITE
CIRCULATOR; D) LOGIC CIRCUITS AND INTEGRATED CIRCUITS

LAB: DIGITAL CIRCUIT TESTER AND ANALYZER, ELECTRONIC AND DIGITAL MULTIMETERS, REGULATED AND VARIABLE POWER SUPPLIES, PANELS (FOR ENCODERS, DECODERS, ADDERS CLOCK, ETC.), VOLTMETERS, PULSE GENERATORS, OSCILLISCOPIES, GATES; E) ELECTRONICS LAB: POWER SUPPLIES, VOLTOETERS, OSCILLISCOPIES, AUDIO AND HIGH FREQUENCY GENERATORS VACUUM TUBE TESTER, TRANSISTOR METER, AMMETER, PANELS, CURVE TRACERS, COMPONENTS; F) RADIO RECEIVER AND TRANSMITTER LABS: POWER SUPPLY, AM/FM GENERATOR, OSCILLISCOPE, NOISE GENERATORS, CURVE TRACER, TUBE TESTERS, DIGITAL MULTIMETERS, DISTORTION METERS, SPECTRUM ANALYZER, WAVEANALYZER PANELS AND COMPONENTS; C) TELEPHONE AND TELEGRAPH LAB: POWER SUPPLY OULTIMETERS, NOISE GENERATORS, DISTORTION METER, TELEPHONE SET PANEL, TELEX TELEPRINTER, PICTURE TRANSMISSION EQUIPMENT, TELEPHONE EXCHANGES; H) PULSE TECHNIQUE LAB (MEASURINGINSTRUMENTS): OSCILLISCOPE FUNCTION GENERATOR, PULSE GENERATOR, POWER SUPPLY, DIGITAL FREQUENCY METER, CURVE TRACER, PANELS ANDCOMPO ENTS.

3. TOUMA WOULD LIKETOPROVIDE U.S. SPECIFICATIONS FOR THIS EQUIPMENT, AND WOULD LIKE TOGET IN TOUCH WITH U.S. FIRMS QUICKLY TO OBTAIN CATALOGS AND OTHER TECHNICAL INFORMATION. HE SENSES THAT AFTER LONG DELAYS SYRIAN GOVERNMENT IS ANXIOUS TO GET ON WITH PROJECT. TOUMA HAS UNCLASSIFIED

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EBPRESSED INTEREST IN REPRESENTING INTERESTED U9S. FIRMS.

4. FYI: ACCORDING TO TOUMA, BID FOR EQUIPMENT ORIGINALLY ISSUED LAST YEAR, WITH PRIMARY INTEREST IN GERMAN FIRMS9 TENDER WAS DELAYED FOR LACK OF FUNDS, AND INCREASED COSTS LED TO RENEWED INTEREST IN AOERICAN SPECIFICATIONS. TOUMA BELIEVES THATMINISTRY IS VERY INTERESTED IN OBTAINING AMERICAN EQUIPMENTFOR NEWLABS. END FYI.

5. ACTION REQUESTED: ADDRESSEES ARE REQUESTED TO CIRCULATE NEWS OF ABOVE TRADE OPPORTUNITY AMONG RELEVANTU9S9 COOPANIES AND TRADE ASSOCIATIONS. FIRMS CAN CONTACT MR. TOUMA E THER THROUGH EMBASSY COMMERCIALSECTIO OR DIRECTLY AT FOLLOWING ADDRESS: REMECA COMPANY, SALIM TOUMA, P.O. BOX 3127, DAMASCUS, SYRIA, TELEX: 11321. PELLETREAU

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